

Message Text

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ACTION EUR-12

INFO OCT-01 NEA-09 ISO-00 CIAE-00 PM-03 INR-07 L-02

ACDA-05 NSAE-00 PA-01 RSC-01 PRS-01 SP-02 USIA-06

TRSE-00 SAJ-01 H-01 NSC-05 SS-15 EB-07 COME-00 OMB-01

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P 151148Z JAN 75

FM AMEMBASSY BRUSSELS

TO SECDEF WASHDC PRIORITY

INFO SECSTATE WASHDC PRIORITY 2909

SEC NAVY WASHDC PRIORITY

SEC AIR FORCE WASHDC PRIORITY

DIR DDR&E WASHDC PRIORITY

ASD/ISA WASHDC PRIORITY

DIR DSAA WASHDC PRIORITY

USCINCEUR

AMEMBASSY COPENHAGEN

AMEMBASSY LONDON

AMEMBASSY OSLO

AMEMBASSY TEHRAN

AMEMBASSY THE HAGUE

USMISSION NATO BRUSSELS

C O N F I D E N T I A L BRUSSELS 0313

SHRONTZ SENDS

E.O. 11652: GDS

TAGS: MARR, MASS

SUBJECT: NATO FIGHTER AIRCRAFT REPLACEMENT CONSORTIUM

1. SUMMARY: SHRONTZ TEAM BRIEFED CONSORTIUM STEERING
COMMITTEE MORNING AND AFTERNOON 14 JANUARY ON USAF
SELECTION OF GENERAL DYNAMICS' FY-16. TEAM PRESENTATIONS
WELL RECEIVED WITH GREATEST INTEREST ON PRICE AND TECHNICAL
CONSIDERATIONS. CONSORTIUM COMMITTEE QUERIED US ON
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LIKELY DECISION CONCERNING NAVY VARIANT. TEAM HAS DELAYED

DEPARTURE FROM BRUSSELS UNTIL 16 JANUARY IN ORDER TO PROVIDE WRITTEN ANSWERS TO EARLIER LIST OF SPECIFIC QUESTIONS AND TO PREPARE FOR SHRONTZ PRIVATE MEETING WITH CONSORTIUM SETTING COMMITTEE PRINCIPALS ON MORNING OF 16TH. END SUMMARY.

2. ALTHOUGH US BRIEFINGS WENT WELL OBVIOUS THAT COMPETITION BY FRENCH CONTINUES TO REMAIN STRONG. FRENCH DELEGATION IS BRIEFING CONSORTIUM TODAY. TEAM DESCRIBED MOSTPROBABLY US PRICE RANGE AS ABOUT \$6 MILLION. CONSORTIUM QUESTIONING WAS PROBING AND INTENSE WITH NETHERLANDS' LT.GEN. STOKLA TAKING THE LEAD. BELGIUM'S GEN. VERLOOY REMAINING MODESTLY QUIET.

3. COMMITTEE ALSO ASKED FOR AND RECEIVED ASSURANCES FROM TEAM THAT US WOULD ADHERE TO GENERAL DYNAMICS' PLAN FOR CO-PRODUCTION IN EUROPE.

4. CONSORTIUM WAS PLEASED THAT RECOVERY OF NON-RECURRING R&D COSTS WOULD BE REDUCED BY US BASING IT ON 2,000 RATHER THAN 1500 AIRCRAFT.

5. TEAM MADE IT CLEAR TO THE REPRESENTATIVES OF THE FOUR NATIONS THAT THEIR AGREEMENT IN PRINCIPLE TO PARTICIPATE IN FIVE-NATION CONSORTIUM NEEDS TO BE RECEIVED BEFORE 15 MAY EXPIRATION OF CONTRACTORS'S PRICE OBLIGATION. HOWEVER,IF ANY CONSORTIUM MEMBER CHOOSES NOT TO PARTICIPATE, OR TO LOWER ITS PURCHASE, THERE WILL HAVE TO BE EARLIER NOTICE SO THAT US CAN RENEGOTIATE TERMS WITH CONTRACTOR.

6. TEAM PRESENTED DRAFT MOU TO COMMITTEE AND ASKED THAT ANY COUNTERDRAFT OR PROPOSALS FOR REVISION BE SUBMITTED WITHIN THIRTY DAYS IF POSSIBLE.

7. STEERING COMMITTEE WILL SBMIT ITS REPORT TO MINISTERS BY END OF JANUARY.FIRESTONE

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